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TRADE AND COMMERCE

Trade and Commerce Agency	TC	1
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2920 TRADE AND COMMERCE AGENCY

The Trade and Commerce Agency was created in 1992 to focus the state's efforts on economic development and job creation in an increasingly competitive business environment. The Agency serves as the lead for promoting business development and job retention efforts in the State including assisting in-state expansion of existing companies while encouraging the growth of emerging industries, technologies and small businesses. The Agency also develops and oversees international trade policy and marketing through the foreign trade, export and investment functions.

SUMMARY OF PROGRAM

REQUIREMENTS	95-96	96-97	97-98	1995-96*	1996-97*	1997-98*
10 Economic Development	112.5	111.4	116.0	\$50,423	\$69,610	\$60,322
20 International Trade and Investment	56.8	83.9	89.6	11,707	10,240	10,950
25 Marketing and Communications	7.5	7.6	7.6	662	666	665
30 Tourism	13.6	15.2	15.2	7,246	7,311	7,310
40 Contracts, Grants and Loans	11.3	13.9	13.9	1,005	4,069	1,071
60 Policy and Planning	12.0	13.3	13.3	1,255	1,189	1,189
70.01 Administration	43.1	46.6	46.6	3,513	3,596	3,668
70.02 Distributed Administration	—	—	—	-3,513	-3,596	-3,668
TOTALS, PROGRAMS	256.8	291.9	302.2	\$72,298	\$93,085	\$81,507
Loan Repayment Programs				-3,043	-3,405	-4,430
NET TOTALS, PROGRAMS				\$69,255	\$89,680	\$77,077
0001 General Fund				37,690	47,592	46,380
0123 Rural Economic Development Fund				1,321	1,471	320
Loan Repayments from local agencies to Rural Economic Development Fund				-130	-144	-156
0145 Commerce Marketing Fund				6	106	106
0173 California Competitive Technology Fund				5,809	4,782	200
0229 Dry Cleaning Fund				95	43	—
0440 Petroleum Underground Storage Tank Financing Account				6,687	17,909	17,089
Loan Repayments from local agencies to Petroleum Underground Storage Tank				-1,268	-1,838	-2,718
0521 Rural Economic Development Infrastructure Revenue Bond Fund				1,826	4,713	4,611
Loan Repayments from local agencies to Rural Economic Development Infrastructure Bond Fund				-474	-500	-550
0535 California Main Street Program Fund				1	6	6
0633 California Economic Development Financing Authority Fund				—	266	354
0651 California Infrastructure and Economic Development Bank Fund				—	—	340
0695 Grant and Loan Collection Account				6	5	5
0809 California Export Finance Fund				2,451	945	945
0824 California Export Promotion Account				552	503	503
0828 Hazardous Waste Reduction Loan Account				272	880	880
Loan Repayments from local agencies to Hazardous Waste Reduction Loan				-566	-453	-536
0853 Petroleum Violations Escrow Account [†]				1,500	—	—
Loan Repayments from local agencies to Petroleum Violations Escrow Account				-98	—	—
0890 Federal Trust Fund [†]				9,265	8,262	6,806
0918 Small Business Expansion Fund				863	2,057	396
0922 California Economic Development Grant and Loan Fund				3,147	2,875	2,166
Loan Repayments from local agencies to Economic Development Grant and Loan				-507	-470	-470
0995 Reimbursements				807	670	400

10 ECONOMIC DEVELOPMENT

Program Objectives Statement

The primary objectives of this program are to provide leadership, advocacy, coordination and direct assistance for economic and business development resulting in the creation and retention of jobs, creation of economic vitality, and the promotion of growth. Included in this program are:

(1) the Regional Offices focusing on assisting businesses in problem solving, fostering and encouraging business expansion, and attracting non-California companies to locate within the State;

(2) the Office of Business Development focusing on marketing activities related to the business community, and a Manufacturing Retention component that includes Enterprise Zones. This program also includes a defense conversion grant program which leverages federal funds;

(3) the Office of Small Business provides hands-on help to small businesses in a cooperative effort with small business development corporations and small business development centers. The office oversees a broad range of loan programs from energy conservation and hazardous waste reduction to environmental assistance and farm loans. This office also operates the State Loan Guarantee Program;

(4) the Office of Permit Assistance helps businesses obtain environmental permit approvals. The office provides counseling for companies as they enter the regulatory process and serves in an ombudsman's role throughout that process. This office also oversees the Business Environmental Assistance Centers offering a variety of services both technical and financial;

(5) the Office of Local Development providing assistance to communities in their efforts to develop and implement business retention and expansion programs including Main Street and Team California effort;

(6) the Office of Strategic Technology with a focus on defense conversion and manufacturing technology development;

(7) the California Film Commission responsible for promoting, increasing and retaining the production of motion pictures, television programs and commercials within the State.

Major Budget Adjustments Included for 1996-97

- An augmentation of \$30,000 in State Operations funded by reimbursements from the Department of Fish and Game for participating in meetings and gathering information pertaining to resource, fish, wildlife and land use issues.

For the list of standard (lettered) footnotes, see the end of the Governor's Budget.

* Dollars in thousands.

2920 TRADE AND COMMERCE AGENCY—Continued

- An augmentation of \$50,000 in State Operations funded by reimbursements from the California Energy Commission for the California Economic Development Financing Authority Bond Program.
- An augmentation of \$135,000 in State Operations funded by reimbursements from the Department of Transportation for the development of a fully operational Transportation Finance Bank.
- An augmentation of \$123,000 in State Operations from the Federal Trust Fund and 1.2 positions (1.1 personnel years) for rural policy coordination and development of the hardwoods industry.
- An augmentation of \$120,000 in State Operations from the Federal Trust Fund for defense facilities marketing.
- An augmentation of \$95,000 in State Operations and \$94,000 in Local Assistance from the Federal Trust Fund and 0.5 position (0.4 personnel year) for the Old Growth Diversification Program.
- An augmentation of \$111,000 in State Operations funded by reimbursements from the Department of Transportation for making bond guarantees for small businesses pertaining to highway construction in California.
- A reduction of \$42,000 in State Operations from the Dry Cleaning Fund and reduction of 0.5 position (0.4 personnel year) to reflect the termination of the program as of January 1, 1997 in accordance with SB 2100 (Chapter 503, Statutes of 1996).

Major Budget Adjustments Proposed for 1997-98

- An augmentation of \$50,000 in State Operations from the Federal Trust Fund (\$27,000) and California Economic Development Grant and Loan Fund (\$23,000) and 1.1 positions (1.0 personnel year) for rural policy coordination and development of the hardwoods industry.
- An augmentation of \$170,000 in State Operations from the Federal Trust Fund (\$95,000) and California Economic Development Grant and Loan Fund (\$75,000) and \$294,000 in Local Assistance from the Federal Trust Fund and 1.2 positions (1.1 personnel years) for the Old Growth Diversification Program.
- An augmentation of \$65,000 in State Operations funded by reimbursements from the Department of Transportation for making bond guarantees for small businesses pertaining to highway construction in California.
- An augmentation of \$51,000 in State Operations from the General Fund to contract with the Teale Data Center and EDD for program effectiveness auditing.
- An augmentation of \$200,000 in State Operations from the General Fund to increase military base reuse marketing funds.
- An augmentation of \$131,000 in State Operations from the General Fund and 2.0 positions (1.9 personnel years) for the Film Commission to support the Digital Location Imaging System and handle increased industry demand for permits and other services.
- An augmentation of \$88,000 in State Operations from the California Economic Development Financing Authority Fund and 1.0 position (0.9 personnel years) to establish a Public Finance Specialist to hand increasing workload.
- An augmentation of \$240,000 in State Operations and \$8,000,000 in Local Assistance from the Petroleum Underground Storage Tank Financing Account to provide an increased number of loans.
- An augmentation of \$500,000 in Local Assistance from the General Fund to maintain support for the Small Business Development Center Program. This funding replaces funding previously provided from earnings from the Rural Economic Development Fund which has been largely depleted.
- An augmentation of \$178,000 in State Operations from the General Fund and 2.0 positions (1.9 personnel years) to provide technical assistance to the Los Angeles and Inland Empire regions.
- An augmentation of \$89,000 in State Operations from the General Fund and 1.0 position (0.9 personnel year) to facilitate business and local development programs in the 18 Northern California Counties.
- A reduction of \$85,000 in State Operations from the Dry Cleaning Fund and reduction of 1.0 position (0.9 personnel years) in accordance with SB 2100 (Chapter 503, Statutes of 1996).
- An augmentation of \$340,000 in State Operations from the California Infrastructure and Economic Development Bank Fund and 1.0 limited-term position (0.9 personnel years) for implementation of the Rate Reduction Bond Program pursuant to Chapter 854, Statutes of 1996, the electrical utility restructuring legislation.
- An augmentation of \$155,000 in State Operations from the General Fund and 2.0 positions (1.9 personnel years) to begin implementation of a registry of regulatory fees pursuant to Chapter 1127, Statutes of 1996.

Authority

Sections 15323.5–15335 of the Government Code, Chapters 1 and 3, Part 5.7, Division 3, Title 2 of the Government Code, Part 6.7, Division 3, Title 2 of the Government Code, Chapters 12.8 and 12.9, Division 7, Title 1 of the Government Code, and Chapter 1, Part 5, Division 3, Title 1 of the Corporations Code.

20 INTERNATIONAL TRADE AND INVESTMENT

Program Objectives Statement

This program is responsible for promoting California exports overseas and bringing foreign investment into the state. It serves a vital role in assuring California's competitive position in the global marketplace. A major augmentation is proposed this year to expand and enhance this mission. Included in this program are:

- (1) the California Foreign Trade and Investment offices providing outreach to the world. Current locations include Tokyo, London, Hong Kong, Frankfurt, Mexico City, Taipei, Sub-Saharan Africa, and contractual locations in Israel, Jakarta and Korea. Future sites will be established based on research currently under way.
- (2) the Office of Foreign Investment assists overseas companies considering locating or expanding in California. The Office provides investors with detailed data on California sites, and acts as a business advocate and liaison between government and foreign investors.
- (3) the Office of Export Finance provides loan guarantees for exporters seeking capital to complete export sales.
- (4) the Office of Export Development assists California companies attending overseas trade shows.
- (5) the Office of California-Mexico Affairs works to strengthen economic, governmental, educational and cultural ties between California and the Mexican states bordering the U.S.

Major Budget Adjustment Proposed for 1997–98

- An augmentation of \$939,000 in State Operations from the General Fund and 6.0 positions (5.7 personnel years) to enhance California's international presence in three economic regions, East Asia, Southeast Asia and South America.
- A reduction of \$135,000 in State Operations from the General Fund due to more accurately reflect the purchasing power of the U.S. dollar in the foreign offices.

2920 TRADE AND COMMERCE AGENCY—Continued

25 MARKETING AND COMMUNICATIONS

Program Objectives Statement

The primary responsibility of this program is to provide centralized support for the Agency's marketing and communications and public affairs outreach, including management of the State's business development marketing campaign.

Authority

Article 4.5, Chapters 1 and 1.6, Part 6.7, Division 3, Title 2 of the Government Code.

30 TOURISM

Program Objectives Statement

The California Office of Tourism's primary role is to develop the State's economy and provide for increased job opportunities by promoting California as a travel destination. It works closely with the State's tourism industry and other private sector partners to develop marketing and communications programs which increase visitor awareness of, and interest in, traveling to California, including: developing travel editorial coverage; educating domestic and international travel sellers; conducting advertising, marketing and promotional campaigns; assisting rural regions with tourism marketing; and developing statewide market and industry research.

Authority

Section 15334 of the Government Code and Chapter 1.6, Part 6.7, Division 3, Title 2 of the Government Code.

40 CONTRACTS, GRANTS AND LOANS

Program Objectives Statement

This office is responsible for the management of all contract, grant and loan agreements for the Trade and Commerce Agency.

Authority

Authority for work completed by this unit lies within the various grant and loan programs within the Economic Development Program.

60 POLICY AND PLANNING

Program Objectives Statement

This program consists of the Office of Economic Research and the Legislative Analysis Unit. The primary responsibility of this program is to provide analysis, research, and other support activities related to economic development both domestic and international in addition to the monitoring and implementation of all legislation affecting the Agency.

Authority

Section 15331 of the Government Code.

70 ADMINISTRATION

Program Objectives Statement

The principal responsibilities of Administration are: 1) to provide executive leadership in designing and implementing economic development programs; 2) to provide administrative support to the Agency's program activities.

PROGRAM BUDGET DETAIL

PROGRAM REQUIREMENTS

10 ECONOMIC DEVELOPMENT

State Operations:	1995-96*	1996-97*	1997-98*
0001 General Fund	\$10,865	\$10,666	\$11,344
0123 Rural Economic Development Fund	575	720	220
0145 Commerce Marketing Fund	3	52	52
0173 California Competitive Technology Fund	443	318	200
0229 Dry Cleaning Fund	95	43	—
0440 Petroleum Underground Storage Tank Financing Account	397	441	681
0521 Rural Economic Development Infrastructure Bond Fund	302	297	195
0535 California Main Street Program Fund	1	6	6
0633 California Economic Development Financing Authority Fund	—	266	354
0651 California Infrastructure and Economic Development Bank Fund	—	—	340
0695 Grant and Loan Collection Account	6	5	5
0828 Hazardous Waste Reduction Account	95	82	82
0890 Federal Trust Fund ¹	1,248	1,528	959
0918 Small Business Expansion Fund	734	2,057	396
0922 California Economic Development Grant and Loan Fund	351	432	353
0995 Reimbursements	684	622	385
Totals, State Operations	\$15,799	\$17,535	\$15,572

* Dollars in thousands.

2920 TRADE AND COMMERCE AGENCY—Continued

		1995-96*	1996-97*	1997-98*
Local Assistance:				
0001	General Fund	\$8,186	\$15,187	\$15,587
0123	Rural Economic Development Fund	746	751	100
0173	California Competitive Technology Fund	5,366	4,464	—
0440	Petroleum Underground Storage Tank Financing Account	6,125	17,310	16,250
0521	Rural Economic Development Infrastructure Bond Fund	1,524	4,416	4,416
0828	Hazardous Waste Reduction Account	138	750	750
0853	Petroleum Violations Escrow Account ^f	1,500	—	—
0890	Federal Trust Fund ^f	8,017	6,734	5,847
0918	Small Business Expansion Fund	129	—	—
0922	California Economic Development Grant and Loan Fund ^e	2,776	2,430	1,800
0995	Reimbursements	117	33	—
Totals, Local Assistance		\$34,624	\$52,075	\$44,750
Less Loan Repayments		-3,043	-3,405	-4,430
ELEMENT REQUIREMENTS				
10.10	Business Development	3,760	2,512	2,547
State Operations:				
0001	General Fund	2,894	2,056	2,460
0890	Federal Trust Fund ^f	672	259	—
0922	California Economic Development Grant and Loan Fund	152	167	87
0995	Reimbursements	42	30	—
10.20	California Film Commission	1,075	1,004	1,042
State Operations:				
0001	General Fund	931	1,004	1,042
0173	California Competitive Technology Fund	144	—	—
10.30	Strategic Technology	14,297	17,798	12,384
State Operations:				
0001	General Fund	871	1,047	1,057
0173	California Competitive Technology Fund	299	318	200
0890	Federal Trust Fund ^f	77	163	—
Local Assistance:				
0001	General Fund	6,226	11,127	11,127
0173	California Competitive Technology Fund	5,366	4,464	—
0890	Federal Trust Fund ^f	1,341	646	—
0995	Reimbursements	117	33	—
10.40	Local Development	10,389	14,617	12,727
State Operations:				
0001	General Fund	1,473	1,425	1,307
0123	Rural Economic Development Fund	75	220	220
0521	Rural Economic Development Infrastructure Bond Fund	302	297	195
0535	California Main Street Program Fund	1	6	6
0633	California Economic Development Financing Authority Fund	—	266	354
0651	California Infrastructure and Economic Development Bank Fund	—	—	340
0890	Federal Trust Fund ^f	76	270	123
0918	Small Business Expansion Fund	-250	250	—
0922	California Economic Development Grant and Loan Fund	154	170	252
0995	Reimbursements	297	481	320
Local Assistance:				
0001	General Fund	1,000	3,100	3,000
0123	Rural Economic Development Fund	746	751	100
0521	Rural Economic Development Infrastructure Bond Fund	1,524	4,416	4,416
0853	Petroleum Violations Escrow Account ^f	1,500	—	—
0890	Federal Trust Fund ^f	715	535	294
0922	California Economic Development Grant and Loan Fund	2,776	2,430	1,800
Loan Repayments Program		-1,111	-1,114	-1,176
10.50	Small Business	20,086	32,650	30,345
State Operations:				
0001	General Fund	3,905	4,186	4,201
0123	Rural Economic Development Fund	500	500	—
0145	Commerce Marketing Fund	3	52	52
0229	Dry Cleaning Fund	95	43	—
0440	Petroleum Underground Storage Tank Financing Account	397	441	681
0695	Grant and Loan Collection Account	6	5	5
0828	Hazardous Waste Reduction Account	95	82	82
0890	Federal Trust Fund ^f	423	836	836
0918	Small Business Expansion Fund	984	1,807	396
0922	California Economic Development Grant and Loan Fund	20	14	14
0995	Reimbursements	345	111	65
Local Assistance:				
0001	General Fund	960	960	1,460
0440	Petroleum Underground Storage Tank Financing Account	6,125	17,310	16,250
0828	Hazardous Waste Reduction Account	138	750	750
0890	Federal Trust Fund ^f	5,961	5,553	5,553
0918	Small Business Expansion Fund	129	—	—
Loan Repayment Program		-1,932	-2,291	-3,254

* Dollars in thousands.

2920 TRADE AND COMMERCE AGENCY—Continued

	1995-96*	1996-97*	1997-98*
10.60 Office of Permit Assistance.....	\$816	\$1,029	\$1,277
State Operations:			
0001 General Fund.....	791	948	1,277
0922 California Economic Development Grant and Loan Fund	25	81	—
10.70 Regional Offices	2,723	2,668	2,932
Program Elements:			
Regional Offices	2,723	2,668	2,932
Amounts charged to other programs:			
10.10 Business Development.....	-1,361	-427	-557
10.40 Local Development.....	-681	-854	-762
10.50 Small Business.....	-681	-987	-1,056
10.60 Office of Permit Assistance	—	-400	-557
Totals, Amounts charged to other programs.....	-\$2,723	-\$2,668	-\$2,932

PROGRAM REQUIREMENTS

20 INTERNATIONAL TRADE AND INVESTMENT

State Operations:			
0001 General Fund.....	\$8,704	\$8,798	\$9,508
0809 California Export Finance Fund	2,451	939	939
0824 California Export Promotion Account	552	503	503
Totals, State Operations	\$11,707	\$10,240	\$10,950

ELEMENT REQUIREMENTS

20.09 Office of California-Mexico Affairs	287	285	284
State Operations:			
0001 General Fund.....	287	285	284
20.10 International Trade and Investment	1,399	1,462	1,468
State Operations:			
0001 General Fund.....	1,399	1,462	1,468
20.20 Export Finance			
0001 General Fund.....	982	711	711
0809 California Export Finance Fund	2,451	939	939
20.30 Export Development.....	1,399	1,443	1,443
State Operations:			
0001 General Fund.....	847	940	940
0824 California Export Promotion Account	552	503	503
20.40 Foreign Investment			
0001 General Fund.....	598	685	686
20.50 Overseas Offices	4,591	4,715	5,419
State Operations:			
0001 General Fund.....	4,591	4,715	5,419
Taiwan	301	341	341
Africa	424	398	383
Germany.....	663	705	651
Hong Kong.....	865	863	1,160
London	325	324	321
Mexico City.....	863	981	1,270
Japan.....	1,150	1,103	1,293

PROGRAM REQUIREMENTS

25 MARKETING AND COMMUNICATIONS.....	\$662	\$666	\$665
State Operations:			
0001 General Fund.....	662	666	665

PROGRAM REQUIREMENTS

30 TOURISM.....	\$7,246	\$7,311	\$7,310
State Operations:			
0001 General Fund.....	7,243	7,257	7,256
0145 Commerce Marketing Fund	3	54	54
0995 Reimbursements.....	—	—	—

PROGRAM REQUIREMENTS

40 CONTRACTS, GRANTS AND LOANS	\$1,005	\$4,069	\$1,071
State Operations:			
0001 General Fund.....	775	3,829	831
0440 Petroleum Underground Storage Tank Financing Account.....	165	158	158
0809 California Export Finance Fund	—	6	6
0828 Hazardous Waste Reduction Account	39	48	48
0922 California Economic Development Grant and Loan Fund	20	13	13
0995 Reimbursements.....	6	15	15

* Dollars in thousands.

2920 TRADE AND COMMERCE AGENCY—Continued

PROGRAM REQUIREMENTS

	1995-96*	1996-97*	1997-98*
60 POLICY AND PLANNING	\$1,255	\$1,189	\$1,189
State Operations:			
0001 General Fund	1,255	1,189	1,189
PROGRAM REQUIREMENTS			
70.01 ADMINISTRATION	\$3,513	\$3,596	\$3,668
Program Elements			
Administration	3,513	3,596	3,668
Distribution Administration, amounts charged to other Programs:			
10 Economic Development	-1,638	-1,712	-1,705
20 International Trade and Investment	-1,120	-1,172	-1,251
25 Marketing and Communications	-121	-115	-114
30 Tourism	-238	-225	-224
40 Contracts, Grants and Loans	-182	-181	-183
60 Policy and Planning	-214	-191	-191
TOTAL EXPENDITURES			
State Operations	\$37,674	\$41,010	\$36,757
Local Assistance	31,581	48,670	40,320
TOTALS, EXPENDITURES	\$69,255	\$89,680	\$77,077

SUMMARY BY OBJECT

1 STATE OPERATIONS

	95-96	96-97	97-98	1995-96*	1996-97*	1997-98*
PERSONAL SERVICES						
Authorized Positions (Equals Sch. 7A)	256.8	306.1	302.0	\$11,985	\$14,241	\$14,389
Total Adjustments	-	1.2	16.3	-	58	620
Estimated Salary Savings	-	-15.4	-16.1	-	-709	-746
Net Totals, Salaries and Wages	256.8	291.9	302.2	\$11,985	\$13,590	\$14,263
Staff Benefits	-	-	-	3,143	3,520	3,694
Totals, Personal Services	256.8	291.9	302.2	\$15,128	\$17,110	\$17,957
OPERATING EXPENSES AND EQUIPMENT				\$19,261	\$23,328	\$18,264
SPECIAL ITEMS OF EXPENSE						
Special Operations, Loan Defaults				3,285	572	536
Totals, Special Items of Expense				\$3,285	\$572	\$536
TOTALS, EXPENDITURES				\$37,674	\$41,010	\$36,757

RECONCILIATION WITH APPROPRIATIONS

1 STATE OPERATIONS

0001 General Fund

	1995-96*	1996-97*	1997-98*
APPROPRIATIONS			
001 Budget Act appropriation	\$23,519	\$26,156	\$23,712
Transfer to Small Business Expansion Fund	(250)	-	-
011 Budget Act appropriation (transfer to Small Business Expansion Fund)	1,662	1,662	1,662
012 Budget Act appropriation	4,327	4,472	5,419
Adjustment per Section 3.60	312	115	-
Reduction per Section 3.75	-146	-	-
Reduction per Section 3.90	-209	-	-
Chapter 854, Statutes of 1995	76	-	-
Total Available	\$29,541	\$32,405	\$30,793
Unexpended balance, estimated savings	-37	-	-
TOTALS, EXPENDITURES	\$29,504	\$32,405	\$30,793
0123 Rural Economic Development Fund ^s			
APPROPRIATIONS			
001 Budget Act appropriation	-	\$145	\$145
Government Code Section 15373.2(c)(3)	\$75	75	75
Government Code Section 15373.2(c)	500	500	-
TOTALS, EXPENDITURES	\$575	\$720	\$220

* Dollars in thousands.

2920 TRADE AND COMMERCE AGENCY—Continued

0145 Commerce Marketing Fund ^s

APPROPRIATIONS	1995-96*	1996-97*	1997-98*
001 Budget Act appropriation	\$107	\$106	\$106
Unexpended balance, estimated savings	-101	-	-
TOTALS, EXPENDITURES	\$6	\$106	\$106

0173 Competitive Technology Fund ^s

APPROPRIATIONS			
Government Code Section 15379.11(d) (expenditures)	\$443	\$318	\$200

0229 Dry Cleaning Fund ^s

APPROPRIATIONS			
Government Code Section 15372.19 (expenditures)	\$95	\$43	-

0440 Petroleum Underground Storage Tank Financing Account ^s

APPROPRIATIONS			
001 Budget Act appropriation	\$755	\$599	\$839
Adjustment per Section 3.60	7	-	-
Unexpended balance, estimated savings	-200	-	-
TOTALS, EXPENDITURES	\$562	\$599	\$839

0521 Rural Economic Development Infrastructure
Revenue Bond Fund ⁿ

APPROPRIATIONS			
Government Code Section 15373.71	\$301	\$297	\$195
Adjustment per Section 3.60	1	-	-
TOTALS, EXPENDITURES	\$302	\$297	\$195

0535 California Main Street Program Fund ⁿ

APPROPRIATIONS			
Government Code Sections 15399.1-15399.7 (expenditures)	\$1	\$6	\$6

0633 California Economic Development Financing Fund ⁿ

APPROPRIATIONS			
001 Budget Act appropriation	-	\$265	\$354
Adjustment per Section 3.60	-	1	-
TOTALS, EXPENDITURES	-	\$266	\$354

0651 California Infrastructure and Economic
Development Bank Fund ⁿ

APPROPRIATIONS			
001 Budget Act appropriation (expenditures)	-	-	\$340

0695 Grant and Loan Collection Account ⁿ

APPROPRIATIONS			
Government Code Section 15328 (expenditures)	\$6	\$5	\$5

0809 California Export Finance Fund ⁿ

APPROPRIATIONS			
Government Code Section 15395.2 (expenditures)	\$2,451	\$945	\$945

0824 California Export Promotion Account ⁿ

APPROPRIATIONS			
Government Code Section 15365.2 (expenditures)	\$552	\$503	\$503

0828 Hazardous Waste Reduction Loan Account ⁿ

APPROPRIATIONS			
Corporations Code Section 14097(c)	\$4	-	-
Corporations Code Section 14141 & 14142(c)	130	\$130	\$130
TOTALS, EXPENDITURES	\$134	\$130	\$130

0890 Federal Trust Fund ^f

APPROPRIATIONS			
001 Budget Act appropriation	\$1,764	\$1,082	\$959
Adjustment per Section 3.60	9	4	-
Budget adjustment	-525	442	-
TOTALS, EXPENDITURES	\$1,248	\$1,528	\$959

* Dollars in thousands.

2920 TRADE AND COMMERCE AGENCY—Continued

0918 Small Business Expansion Fund ⁿ

APPROPRIATIONS	1995-96*	1996-97*	1997-98*
Corporations Code Section 14029.2.....	\$1,449	\$3,647	\$2,022
Corporations Code Section 14030.....	1,197	72	36
Less funding provided by the General Fund	-1,912	-1,662	-1,662
TOTALS, EXPENDITURES	\$734	\$2,057	\$396

0922 Economic Development Grant and Loan Fund ⁿ

APPROPRIATIONS			
Government Code Sections 15327 and 15328 (expenditures)	\$371	\$445	\$366

0995 Reimbursements

Reimbursements.....	\$690	\$637	\$400
TOTALS, EXPENDITURES, ALL FUNDS (State Operations)	\$37,674	\$41,010	\$36,757

SUMMARY BY OBJECT

2 LOCAL ASSISTANCE

APPROPRIATIONS	1995-96*	1996-97*	1997-98*
661701 Grants and subventions.....	\$24,574	\$28,848	\$23,234
664731 Loans.....	7,007	19,822	17,086
TOTALS, EXPENDITURES	\$31,581	\$48,670	\$40,320

RECONCILIATION WITH APPROPRIATIONS

2 LOCAL ASSISTANCE

0001 General Fund

APPROPRIATIONS	1995-96*	1996-97*	1997-98*
101 Budget Act appropriation.....	\$7,960	\$15,187	\$15,587
Chapter 781, Statutes of 1995	250	-	-
Totals Available	\$8,210	\$15,187	\$15,587
Unexpended balance, estimated savings	-24	-	-
TOTALS, EXPENDITURES	\$8,186	\$15,187	\$15,587

0123 Rural Economic Development Fund ^s

APPROPRIATIONS			
Government Code Section 15373.2(c)(3) and (e).....	\$746	\$751	\$100
Loan repayments per Government Code Section 15373.2(b).....	-130	-144	-156
TOTALS, EXPENDITURES	\$616	\$607	-\$56

0173 California Competitive Technology Fund ^s

APPROPRIATIONS			
Government Code Section 15379.11(d) (expenditures).....	\$5,366	\$4,464	-

0438 Super Computer Center Account ^s

Chapter 781, Statutes of 1995	\$250	-	-
Less funding provided by the General Fund	-250	-	-
TOTALS, EXPENDITURES	-	-	-

0439 Underground Storage Tank Clean-up Fund ^s

APPROPRIATIONS			
101 Budget Act appropriation (transfer to Petroleum Underground Storage Tank Financing Account)	(\$4,000)	(\$4,000)	(\$12,000)
Chapter 814, Statutes of 1995	(2,500)	-	-
TOTALS, EXPENDITURES	(\$6,500)	(\$4,000)	(\$12,000)

0440 Petroleum Underground Storage Tank Financing Account ^s

APPROPRIATIONS			
102 Budget Act appropriation.....	\$10,000	-	-
Government Code Section 15399.17	-	\$17,310	\$16,250
Unexpended balance, estimated savings	-3,875	-	-
TOTALS, EXPENDITURES	\$6,125	\$17,310	\$16,250
Loan repayments per Government Code Section 15399.17(a)(2)	-1,268	-1,838	-2,718
NET TOTALS, EXPENDITURES	\$4,857	\$15,472	\$13,532

* Dollars in thousands.

2920 TRADE AND COMMERCE AGENCY—Continued

**0521 Rural Economic Development Infrastructure
Revenue Bond Fund ⁿ**

APPROPRIATIONS	1995-96*	1996-97*	1997-98*
Government Code Section 15373.8	\$1,524	\$4,416	\$4,416
Loan repayments per Government Code Section 15373	-474	-500	-550
TOTALS, EXPENDITURES	\$1,050	\$3,916	\$3,866

0828 Hazardous Waste Reduction Loan Account ⁿ

APPROPRIATIONS			
Corporations Code Section 14141	\$138	\$750	\$750
Loan repayments per Corporations Code Section 14142	-566	-453	-536
TOTALS, EXPENDITURES	-\$428	\$297	\$214

0853 Petroleum Violations Escrow Account ^f

Chapter 1, Statutes of 1993, 1st Extraordinary Session as amended by Chapter 953, Statutes of 1995	\$1,500	-	-
Loan repayments per Corporations Code 14074	-98	-	-
TOTALS, EXPENDITURES	\$1,402	-	-

0890 Federal Trust Fund ^f

APPROPRIATIONS			
101 Budget Act appropriation	\$6,506	\$6,640	\$5,847
Budget adjustment	1,511	94	-
TOTALS, EXPENDITURES	\$8,017	\$6,734	\$5,847

0918 Small Business Expansion Fund ⁿ

APPROPRIATIONS			
Corporations Code Section 14075 (expenditures)	\$129	-	-

0922 California Economic Development Grant and Loan Fund ^e

APPROPRIATIONS			
Government Code Section 15327	\$2,776	\$2,430	\$1,800
Loan repayments per Government Code Section 15327	-507	-470	-470
TOTALS, EXPENDITURES	\$2,269	\$1,960	\$1,330

0995 Reimbursements

Reimbursements	\$117	\$33	-
TOTALS, EXPENDITURES, ALL FUNDS (Local Assistance)	\$31,581	\$48,670	\$40,320
TOTALS, EXPENDITURES, ALL FUNDS (State Operations and Local Assistance)	\$69,255	\$89,680	\$77,077

FUND CONDITION STATEMENT
0123 Rural Economic Development Fund

	1995-96*	1996-97*	1997-98*
BEGINNING BALANCE	\$637	\$1,228	\$52
Prior year adjustment	1,565	-	-
Balance, Adjusted	\$2,202	\$1,228	\$52

REVENUES AND TRANSFERS

Receipts:			
Revenues:			
150300 Income from surplus money investments	109	32	7
150400 Interest income from loans	108	119	125
Totals, Revenues	\$217	\$151	\$132
Totals, Resources	\$2,419	\$1,379	\$184

EXPENDITURES

Disbursements:			
2920 California Trade and Commerce Agency:			
State Operations	575	720	220
Local Assistance	746	751	100
Totals, Disbursements	\$1,321	\$1,471	\$320

* Dollars in thousands.

2920 TRADE AND COMMERCE AGENCY—Continued

1				
2				
3				
4	Expenditure Reductions:			
5	2920 California Trade and Commerce Agency (Local Assistance):	1995-96*	1996-97*	1997-98*
6	Less loan repayments per Government Code Section 15373.2(b)	-\$130	-\$144	-\$156
7	Totals, Expenditures	\$1,191	\$1,327	\$164
8				
9	FUND BALANCE	\$1,228	\$52	\$20
10	Reserve for economic uncertainties	1,228	52	20
11				
12	0145 Commerce Marketing Fund			
13	BEGINNING BALANCE	\$33	\$66	\$63
14	Prior year adjustment	4	-	-
15	Balance, Adjusted	\$37	\$66	\$63
16				
17	REVENUES AND TRANSFERS			
18	Receipts:			
19	Revenues:			
20	141200 Sales of documents	33	100	100
21	150300 Income from surplus money investments	2	3	3
22	Totals, Receipts	\$35	\$103	\$103
23	Totals, Resources	\$72	\$169	\$166
24				
25	EXPENDITURES			
26	Disbursements:			
27	2920 California Trade and Commerce Agency:			
28	State Operations	6	106	106
29	Totals, Disbursements	\$6	\$106	\$106
30				
31	FUND BALANCE	\$66	\$63	\$60
32	Reserve for economic uncertainties	66	63	60
33				
34	0173 Competitive Technology Fund ^s			
35	BEGINNING BALANCE	\$6,434	\$4,877	\$193
36	Prior year adjustment	3,845	-	-
37	Balance, Adjusted	\$10,279	\$4,877	\$193
38				
39	REVENUES AND TRANSFERS			
40	Receipts:			
41	Revenues:			
42	150300 Income from surplus money investments	407	98	7
43	Totals, Revenues	\$407	\$98	\$7
44	Totals, Resources	\$10,686	\$4,975	\$200
45				
46	EXPENDITURES			
47	Disbursements:			
48	2920 California Trade and Commerce Agency:			
49	State Operations	443	318	200
50	Local Assistance	5,366	4,464	-
51	Totals, Disbursements	\$5,809	\$4,782	\$200
52				
53	FUND BALANCE	\$4,877	\$193	-
54	Reserve for economic uncertainties	4,877	193	-
55				
56	0229 Dry Cleaning Fund ^s			
57	BEGINNING BALANCE	\$76	\$24	-
58	Prior year adjustment	-6	-	-
59	Balance, Adjusted	\$70	\$24	-
60				
61	REVENUES AND TRANSFERS			
62	Receipts:			
63	Revenues:			
64	125700 Other regulatory licenses and permits	46	17	-
65	150300 Income from surplus money investments	3	2	-
66	Totals, Revenues	\$49	\$19	-
67	Totals, Resources	\$119	\$43	-
68				
69	EXPENDITURES			
70	Disbursements:			
71	2920 California Trade and Commerce Agency:			
72	State Operations	95	43	-
73	Totals, Disbursements	\$95	\$43	-
74				
75	FUND BALANCE	\$24	-	-
76	Reserve for economic uncertainties	24	-	-
77				
78				
79				
80				
81				
82				
83				
84				
85				
86				
87				
88				

* Dollars in thousands.

2920 TRADE AND COMMERCE AGENCY—Continued

0440 Petroleum Underground Storage Tank Financing Account ^s			
	1995-96*	1996-97*	1997-98*
BEGINNING BALANCE.....	\$9,078	\$11,522	\$633
Prior year adjustment	463	—	—
Balance, Adjusted.....	\$9,541	\$11,522	\$633
REVENUES AND TRANSFERS			
Receipts:			
Revenues:			
150300 Income from surplus money investments	95	17	80
150400 Interest income from loans	798	1,165	1,668
164300 Penalty assessments	7	—	—
Totals, Revenues.....	\$900	\$1,182	\$1,748
Transfers from Other Funds:			
F00439 Underground Storage Cleanup Fund per Budget Act Item 2920-101-0439	4,000	4,000	12,000
F00439 Underground Storage Cleanup Fund per Chapter 814, Statutes of 1995	2,500	—	—
Totals, Transfers from Other Funds	\$6,500	\$4,000	\$12,000
Totals, Revenues and Transfers	\$7,400	\$5,182	\$13,748
Totals, Resources	\$16,941	\$16,704	\$14,381
EXPENDITURES			
Disbursements:			
2920 California Trade and Commerce Agency:			
State Operations.....	562	599	839
Local Assistance	6,125	17,310	16,250
Totals, Disbursements.....	\$6,687	\$17,909	\$17,089
Expenditure Reductions:			
2920 California Trade and Commerce Agency (Local Assistance):			
Less loan repayments Government Code Section 15399.17(a)(2)	-1,268	-1,838	-2,718
Totals, Expenditures.....	\$5,419	\$16,071	\$14,371
FUND BALANCE.....	\$11,522	\$633	\$10
Reserve for economic uncertainties	11,522	633	10
0442 California Olympic Training Account ^s			
BEGINNING BALANCE.....	\$124	\$22	\$15
Prior year adjustment	1	—	—
Balance, Adjusted.....	\$125	\$22	\$15
REVENUES AND TRANSFERS			
Receipts:			
Revenues:			
143000 Sales of personalized license plates.....	97	93	90
Totals, Revenues.....	\$97	\$93	\$90
Transfers to Other Funds:			
T00001 General Fund per Chapter 28, Statutes 1989.....	-200	-100	-100
Totals, Transfers to Other Funds.....	-\$200	-\$100	-\$100
Totals, Revenues and Transfers	-\$103	-\$7	-\$10
Totals, Resources	\$22	\$15	\$5
FUND BALANCE.....	\$22	\$15	\$5
0521 Rural Economic Development Infrastructure Revenue Bond Fund ⁿ			
BEGINNING BALANCE.....	\$10,825	\$10,754	\$7,837
REVENUES AND TRANSFERS			
Receipts:			
Operating Revenue:			
250300 Income from surplus money investments	21	21	15
214000 Interest income from loans	552	575	600
215000 Income from other investments	708	700	700
Totals, Operating Revenues	\$1,281	\$1,296	\$1,315
Totals, Resources	\$12,106	\$12,050	\$9,152

* Dollars in thousands.

2920 TRADE AND COMMERCE AGENCY—Continued

EXPENDITURES

Disbursements:

2920 California Trade and Commerce Agency:

State Operations.....

Local Assistance

Totals, Disbursements.....

Expenditure Reductions:

Less loan repayments per Government Code Section 15373

Totals, Expenditures

FUND BALANCE.....

Reserve for economic uncertainties

0535 California Main Street Program Fund ⁿ

BEGINNING BALANCE.....

Prior year adjustment

Balance, Adjusted.....

REVENUES AND TRANSFERS

Receipts:

Operating Revenue:

299000 Other (Sales of documents).....

Totals, Resources

EXPENDITURES

Disbursements:

2920 California Trade and Commerce Agency:

State Operations.....

Totals, Expenditures.....

FUND BALANCE.....

Reserve for economic uncertainties

0633 California Economic Development**Financing Authority Fund ⁿ**

BEGINNING BALANCE.....

Prior year adjustment

Balance, Adjusted.....

REVENUES AND TRANSFERS

Receipts:

Operating Revenue:

250300 Income from surplus money investments

216600 Fees and Licenses

Totals, Revenues and Transfers

BOND LIABILITY

Bond Deposits

Totals, Bond Liability

Totals, Resources.....

EXPENDITURES

Disbursements:

2920 California Trade and Commerce Agency:

State Operations.....

Totals, Expenditures.....

FUND BALANCE.....

Reserve for economic uncertainties

0651 California Infrastructure and Economic**Development Bank Fund ⁿ**

BEGINNING BALANCE.....

REVENUES AND TRANSFERS

Receipts:

Operating Revenue:

250300 Income from surplus money investments

216600 Fees and Licenses

Totals, Revenues and Transfers

Totals, Resources

* Dollars in thousands.

2920 TRADE AND COMMERCE AGENCY—Continued

1				
2				
3	EXPENDITURES			
4	Disbursements:			
5	2920 California Trade and Commerce Agency:	1995-96*	1996-97*	1997-98*
6	State Operations	—	—	\$340
7				
8	Totals, Disbursements	—	—	\$340
9				
10	FUND BALANCE	—	—	\$176
11	Revenue for economic uncertainties	—	—	176
12	0694 Petroleum Financing Collection Account ⁿ			
13				
14	BEGINNING BALANCE	\$173	\$313	\$472
15	Prior year adjustment	8	—	—
16				
17	Balance, Adjusted	\$181	\$313	\$472
18				
19	REVENUES AND TRANSFERS			
20	Receipts:			
21	Operating Revenue:			
22	216600 Fees and licenses	119	141	141
23	250300 Income from surplus money investments	13	18	24
24				
25	Totals, Revenues and Transfers	\$132	\$159	\$165
26				
27	Totals, Resources	\$313	\$472	\$637
28				
29	FUND BALANCE	\$313	\$472	\$637
30	Reserve for economic uncertainties	313	472	637
31	0695 Grant and Loan Collection Account ⁿ			
32				
33	BEGINNING BALANCE	\$593	\$610	\$638
34	Prior year adjustment	-14	—	—
35				
36	Balance, Adjusted	\$579	\$610	\$638
37				
38	REVENUES AND TRANSFERS			
39	Receipts:			
40	Operating Revenues:			
41	216600 Fees and licenses	2	—	—
42	217000 Fines and penalties	—	3	3
43	250300 Income from surplus money investments	35	30	32
44				
45	Totals, Operating Revenues	\$37	\$33	\$35
46				
47	Totals, Resources	\$616	\$643	\$673
48				
49	EXPENDITURES			
50	Disbursements:			
51	2920 California Trade and Commerce Agency:			
52	State Operations	6	5	5
53				
54	Totals, Expenditures	\$6	\$5	\$5
55				
56	FUND BALANCE	\$610	\$638	\$668
57	Reserve for economic uncertainties	610	638	668
58	0809 California Export Finance Fund ⁿ			
59				
60	BEGINNING BALANCE	\$12,691	\$11,442	\$11,522
61	Prior year adjustment	42	—	—
62				
63	Balance, Adjusted	\$12,733	\$11,442	\$11,522
64				
65	REVENUES AND TRANSFERS			
66	Receipts:			
67	Operating Revenues:			
68	216600 Fees and licenses	513	525	550
69	250300 Income from surplus money investments	647	500	450
70				
71	Totals, Operating Revenues	\$1,160	\$1,025	\$1,000
72				
73	Totals, Revenues and Transfers	\$1,160	\$1,025	\$1,000
74				
75	Totals, Resources	\$13,893	\$12,467	\$12,522
76				
77	EXPENDITURES			
78	Disbursements:			
79	2920 California Trade and Commerce Agency:			
80	State Operations:			
81	Support	364	445	445
82	Special Operations, Loan Defaults	2,087	500	500
83				
84	Totals, Expenditures	\$2,451	\$945	\$945
85				
86	FUND BALANCE	\$11,442	\$11,522	\$11,577
87	Reserve for economic uncertainties	11,442	11,522	11,577
88				

* Dollars in thousands.

2920 TRADE AND COMMERCE AGENCY—Continued

0824 California Export Promotion Account ⁿ		1995-96*	1996-97*	1997-98*
BEGINNING BALANCE.....		\$102	\$59	\$56
Prior year adjustment		-67	-	-
Balance, Adjusted.....		\$35	\$59	\$56
REVENUES AND TRANSFERS				
Receipts:				
Operating Revenue:				
250300	Income from surplus money investments	3	-	-
299600	Other-external-private sector	573	500	500
Totals, Revenues and Transfers		\$576	\$500	\$500
Totals, Resources		\$611	\$559	\$556
EXPENDITURES				
Disbursements:				
2920 California Trade and Commerce Agency:				
State Operations.....		552	503	503
FUND BALANCE.....		\$59	\$56	\$53
Reserve for economic uncertainties		59	56	53
0828 Hazardous Waste Reduction Loan Account ⁿ				
BEGINNING BALANCE.....		\$1,249	\$1,797	\$1,536
Prior year adjustment		69	-	-
Balance, Adjusted.....		\$1,318	\$1,797	\$1,536
REVENUES AND TRANSFERS				
Receipts:				
Operating Revenues:				
214600	Interest income from loans	95	89	142
216600	Fees and licenses	1	1	1
217600	Fines and penalties	3	5	-
250300	Income from surplus money investments	86	71	62
Totals, Operating Revenues		\$185	\$166	\$205
Totals, Resources		\$1,503	\$1,963	\$1,741
EXPENDITURES				
Disbursements:				
2920 California Trade and Commerce Agency:				
State Operations.....		134	130	130
Local Assistance		138	750	750
Totals, Disbursements.....		\$272	\$880	\$880
Expenditure Reductions:				
Local Assistance:				
2920 California Trade and Commerce Agency:				
Less loan repayments per Corporations Code Section 14142		-566	-453	-536
Totals, Expenditures.....		-\$294	\$427	\$344
FUND BALANCE.....		\$1,797	\$1,536	\$1,397
Reserve for economic uncertainties		1,797	1,536	1,397
0918 Small Business Expansion Fund ⁿ				
BEGINNING BALANCE.....		\$10,808	\$10,510	\$9,053
Prior year adjustment		-91	-	-
Balance, Adjusted.....		\$10,717	\$10,510	\$9,053
REVENUES AND TRANSFERS				
Receipts:				
Operating Revenues:				
250300	Income from surplus money investments	656	600	500
Totals, Operating Revenues		\$656	\$600	\$500
Totals, Revenues and Transfers		\$656	\$600	\$500
Totals, Resources		\$11,373	\$11,110	\$9,553

* Dollars in thousands.

2920 TRADE AND COMMERCE AGENCY—Continued

EXPENDITURES

Disbursements:

2920 California Trade and Commerce Agency:

State Operations:

	1995-96*	1996-97*	1997-98*
Loan Guarantee Defaults	\$1,197	\$72	\$36
Support	1,449	3,397	2,022
Infrastructure Bank	—	250	—

Totals, State Operations	\$2,646	\$3,719	\$2,058
Local Assistance—Disaster Relief	\$129	—	—

Totals, Disbursements	\$2,775	\$3,719	\$2,058
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Expenditure Reductions:

2920 California Trade and Commerce Agency (State Operations):

Less funding provided by the General Fund	—1,912	—1,662	—1,662
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Totals, Expenditure Reductions	—\$1,912	—\$1,662	—\$1,662
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Totals, Expenditures	\$863	\$2,057	\$396
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FUND BALANCE	\$10,510	\$9,053	\$9,157
Reserve for economic uncertainties	10,510	9,053	9,157

0922 Economic Development Grant and Loan Fund ⁿ

BEGINNING BALANCE	\$6,349	\$4,683	\$2,849
Prior year adjustment	289	—	—
Balance, Adjusted	\$6,638	\$4,683	\$2,849

REVENUES AND TRANSFERS

Receipts:

Operating Revenues:

214600 Interest income from loans	194	187	187
216600 Fees and licenses	20	—	—
217600 Fines and penalties	1	—	—
250300 Income from surplus money investments	356	269	169
299100 Other-interstate	114	115	115

Totals, Operating Revenues	\$685	\$571	\$471
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Totals, Resources	\$7,323	\$5,254	\$3,320
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EXPENDITURES

Disbursements:

2920 California Trade and Commerce Agency:

State Operations	371	445	366
Local Assistance	2,776	2,430	1,800

Totals, Disbursements	\$3,147	\$2,875	\$2,166
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Expenditure Reductions:

2920 California Trade and Commerce Agency (Local Assistance):

Less loan repayments per Government Code Section 15327	—507	—470	—470
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Totals, Expenditure Reductions	—\$507	—\$470	—\$470
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Totals, Expenditures	\$2,640	\$2,405	\$1,696
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FUND BALANCE	\$4,683	\$2,849	\$1,624
Reserve for economic uncertainties	4,683	2,849	1,624

CHANGES IN**AUTHORIZED POSITIONS**

	95-96	96-97	97-98	1995-96*	1996-97*	1997-98*
Totals, Authorized Positions	256.8	306.1	302.0	\$11,985	\$14,241	\$14,389
Workload and Adm Adjustments:						
Reductions in Authorized Positions:				Salary Range		
Econ Dev						
Assoc Dev Spec	—	—0.2	—0.5	3,430-4,139	—\$12	—\$25
Ofc Tech	—	—0.3	—0.5	2,038-2,477	—7	—15
Totals, Workload and Adm Adjustments	—	—0.5	—1.0	—	—\$19	—\$40
Proposed New Positions:						
Econ Dev						
Assoc Dev Spec	—	1.7	6.3	3,430-4,139	77	274
Assoc Govtl Prog Analyst (limited to 6/30/99)	—	—	1.0	3,430-4,139	—	41
Loan Off	—	—	1.0	3,430-4,139	—	41

* Dollars in thousands.

2920 TRADE AND COMMERCE AGENCY—Continued

	95-96	96-97	97-98	1995-96*	1996-97*	1997-98*
Staff Services Analyst.....	—	—	1.0	Salary Range \$2,379-2,853	—	\$30
Prog Tech II (limited to 6/30/99)	—	—	1.0	2,038-2,477	—	25
Ofc Asst-Typ	—	—	1.0	1,760-2,138	—	22
Intntl Trade and Investment						
Staff Dev Spec (Hong Kong).....	—	—	1.0	3,958-4,775	—	48
Staff Dev Spec (Mexico)	—	—	1.0	4,354-5,253	—	52
Staff Dev Spec (Japan).....	—	—	1.0	4,156-5,014	—	50
Ofc Techn (Hong Kong).....	—	—	1.0	2,038-2,477	—	24
Ofc Techn (Mexico).....	—	—	1.0	2,242-2,725	—	27
Ofc Techn (Japan)	—	—	1.0	2,140-2,569	—	26
Totals, Proposed New Positions	—	1.7	17.3	—	\$77	\$660
Total Adjustments	—	1.2	16.3	—	\$58	\$620
TOTALS, SALARIES AND WAGES	256.8	307.3	318.3	\$11,985	\$14,299	\$15,009

* Dollars in thousands.